

TNT Pre-Proposal Conference 20 March 2003

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JMC - On the Line



TNT Pre-Proposal Conference

✓ Outline:

- Purpose**
- Agenda**
- Conference Ground-rules**
- Summary of Requirements**
- Summary of RFP**
- Section L & M Overview**
- TNT Acquisition Information**
- TNT Acquisition Milestones**
- Reclamation Qualification Process Brief**
- Pricing Template Brief**
- One-On-One Discussions**



Purpose

✓ General:

- Information exchange in hopes of getting better proposals
- Clarify any solicitation questions
- Promote a more effective source selection

**Say what we're
going to do and do
what we say...**



Agenda

- | | |
|------------------|--|
| 0815-0845 | Government only Session |
| 0900-0930 | Pre-proposal Conference Overview |
| 0930-1015 | Reclamation Qualification Process Brief |
| 1015-1030 | Break |
| 1030-1115 | Pricing Template Brief |
| 1115-1130 | Break |
| 1130-1200 | Respond to Questions |
| 1200-1315 | Lunch |
| 1315- ? | One-On-One Discussions (1/2 hr blocks) |



Conference Ground Rules

- ✓ **Solicitation prevails!**
- ✓ **Format for Questions:**
 - **All questions submitted in writing - prospective offerors have the option to identify themselves to the Government when presenting questions**
 - **Provide all questions to Pat Lootens (during initial break, or prior to One-On-One session)**
 - **Attempt to answer questions during conference**
- ✓ **Questions and responses to be provided to all offerors (no proprietary information disclosed)**
- ✓ **Will entertain questions about Sections L & M, will not evaluate “what-if” scenarios**
- ✓ **All responses shall come from the PCO**

Critical



Summary of Requirement

✓ TNT

- **Best Value Competition - FY's 03-07**
- **Multi-Year/Multiple Year IDIQ contract**
- **Restricted to NTIB (U.S./Canada)**
- **3 Tiered Strategy: One Prime Contract**
 - **NTIB Produced Virgin TNT (w/in 36 months)**
 - **Reclamation**
 - **Purchase Virgin TNT**

Note:
Will
evaluate
both
pricing
approach
es.



Summary of RFP

✓ TNT

- **Section B - Cancellation Ceiling**
- **Clause H-15 Prior Government Approval of Change(s) to proposed sources of (TNT) Supply**
- **Section I - Qualification Requirements for TNT, Type III (Reclaimed)**
- **Section K - Representations and Certifications**



Section L and M of Solicitation

✓ Section L- Instructions to Offerors

- **Offerors to submit 5 Volumes (Management/Technical, Cost/Price, Past Performance, Small Business Utilization, Financial Responsibility)**
- **Factor: Management/Technical Plan**
 - **Subfactor: Program Management Plan**
 - **Subfactor: TNT from NTIB Facility**
 - ★ **Element: Overall Plan for Establishing Facility**
 - ★ **Element: Process to be Employed**
 - ★ **Element: Process Quality Control**
 - **Subfactor: Reclaimed TNT**
 - ★ **Element: Overall Reclamation Plan**
 - ★ **Element: Process to be Employed**
 - ★ **Element: Process Quality Control**
 - **Subfactor: Virgin TNT from a Foreign Source**



Section L and M of Solicitation

- ✓ **Section L - Instructions to Offerors (Continued)**
 - **Factor: Cost/Price**
 - Offerors to fill out Section B and Pricing Templates
 - **Factor: Past Performance**
 - Subfactor: On-Time Delivery
 - Subfactor: Quality
 - Subfactor: Customer Satisfaction
 - **Factor: Small Business (SB) Utilization**
 - Subfactor: Proposed SB Utilization
 - Subfactor: Small Business Utilization Past Performance
 - **Financial Responsibility Information**



Section L and M of Solicitation

- ✓ **Section M - Evaluation Factors for Award**
 - **Factors:** Mgmt/Technical factor is significantly more important than Cost/Price and Past Performance, which are of equal importance, and individually, are significantly more important than Small Business Utilization factor.
 - **Mgmt/Tech Subfactors:** NTIB facility is significantly more important than Reclaimed TNT, which is significantly more important than the Program Management plan, which is significantly more important than Virgin TNT from OCONUS source.
 - **Past Performance:** The subfactors of on-time delivery and quality are of equal importance, and individually, are significantly more important than customer satisfaction.
 - **Small Business Utilization:** Subfactors are equal.
 - **Cost/Price:** Determination of price reasonableness; review for unbalanced pricing; and multi-year vs. multiple year assessment.
- ✓ **Upon Completion of the Evaluation - a Trade-Off Process shall be conducted.**



TNT Acquisition Information

- ✓ **Web Page Is Available:**
 - **Website address: www.osc.army.mil**
 - **Business and Employment Opportunities**
 - **AAIS (Selling to JMC)**
 - **TNT Competition**
- ✓ **Program Year 1 Funds Available**
- ✓ **Page Limitation is just that - a limitation, not a threshold; goal is to provide a complete and responsible proposal in response to Section L**



TNT Acquisition Milestones

<u>Task</u>	<u>Milestone</u>
Issue Draft RFP	13 Dec 02
J&A Signed	20 Jan 03
Issue Formal RFP	28 Feb 03
Amendment 01 to RFP	11 Mar 03
Receipt of Vol III and V	04 Apr 03
Receipt of Vol I, II and IV	21 Apr 03
Evaluate Proposals	22 Apr 03
Contract Award	30 May 03
1 st Delivery	31 Oct 03



TNT Reclamation Qualification Brief

Mr. Curtis Anderson

TACOM ARDEC

0930 - 1015 hrs



Pricing Template Brief

Ms. Connie Shelangoski

HQ, JMC Financial Services Division

1030 - 1115 hrs